

A Changing World

Chip Casanave

Data Access Worldwide – Miami, Florida USA

SYNERGY 2019
CRUISING TO NEW HORIZONS

Our Profile...

- We deliver stability, continuity and innovation in technology and relationships
- Our business is helping our clients' businesses succeed
 - A "mutual success" strategy

Values

- Integrity & ethics
- Quality products; quality people
- Trust
- Reliability
- Continuity
- Durable relationships
- Innovation
- Simplicity
- Transparency
- Stability
- Respect for...
 - Customers
 - Employees
 - Partners

Financial stability

- Profitable; no debt
- Strong reserves
- Proven recurring revenue business model
- We invest our profits in our future and yours

Our vision...

Business software for a changing world

Our vision's challenge

- Delivering the product *continuity* that is essential to build business applications that will last for decades
 - while...
- Enabling change and new technology adoption are required for the future

Continuity in a software platform...

- Is critical for...
 - Long-lasting applications and relationships
- Enables good planning & business decisions
- Is efficient operationally; reduces costs; helps make developers profitable
- Offers high returns on investments

We live in a changing world

- Change is disruptive; difficult
- Change can be expensive and uncertain; risky

We live in a changing world

- Change is disruptive; difficult
- Change can be expensive and uncertain; risky
- Change is essential to compete; to prepare for the future

We live in a changing world

- Change is disruptive; difficult
- Change can be expensive and uncertain; risky
- Change is essential to compete; to prepare for the future
- **Technology constantly offers new opportunities**

We live in a changing world

- Change is disruptive; difficult
- Change can be expensive and uncertain; risky
- Change is essential to compete; to prepare for the future
- Technology constantly offers new opportunities
- We must change and adopt to changes

Finding the right balance

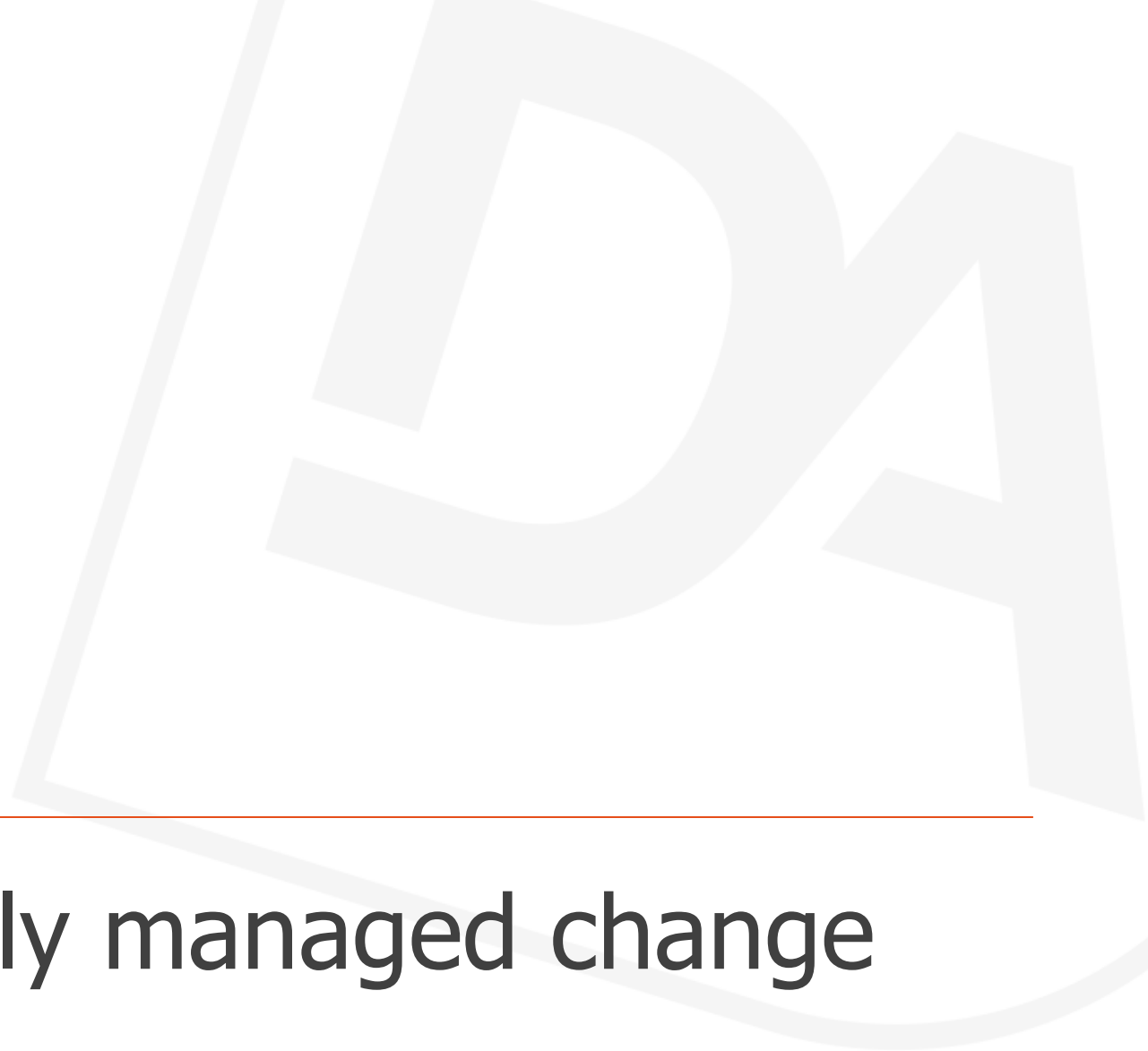
Continuity, Change & DataFlex

Continuity, Change & DataFlex

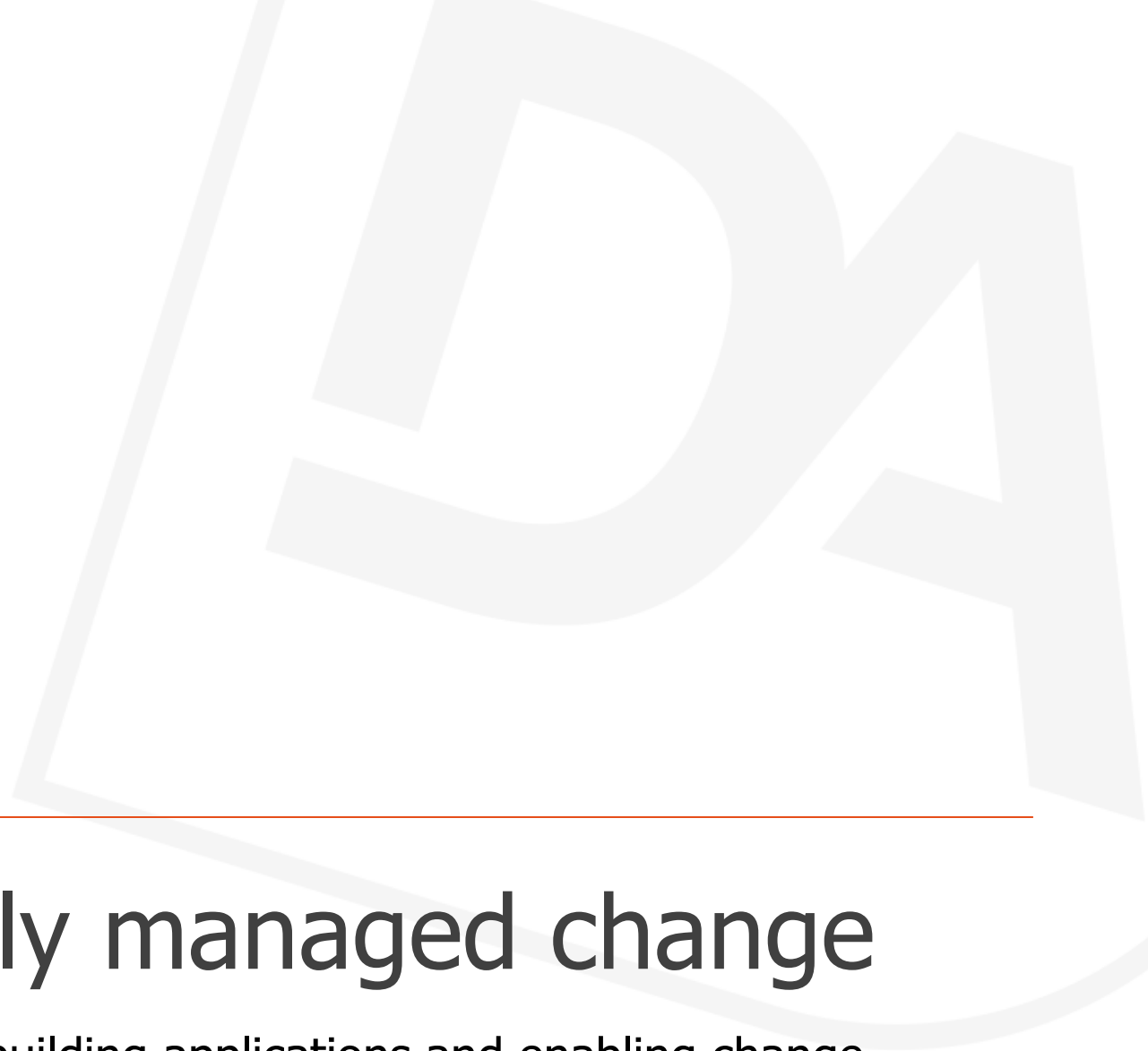
- Recognize the value of *continuity*
- Recognize the necessity to *change*

Continuity, Change & DataFlex

- Recognize the value of *continuity*
- Recognize the requirement to *change*
- Deliver a stable, continuous software platform that enables:
 - The benefits of long-lasting applications
 - Enables change to capture the opportunities and demands of new technology and markets



Continuity is carefully managed change



Continuity is carefully managed change

35 DataFlex revisions over 30 years of building applications and enabling change

DataFlex - Character Mode

- 2.3b PC/MS-DOS January 1989
- 2.3b Unix September 1988
- 3.0 PC/MS-DOS July 1991
- 3.01b PC/MS-DOS October 1992
- 3.05 c Intel Based Unix October 1994
- Then Unix for various RISC based systems: AIX, HP-UX
- 3.1b December 1996
- 3.1c January 1998
- 3.2 September 2001

Visual DataFlex - Windows

- 4.0c February 1998
- 5.0 June 1998
- 6.0 August 1999
- 7.0 September 2000
- 8.0 November 2001 8.1, 8.2
- 9.0 May 2003
- 9.1 November 2003
- 10.0 July 2004
- 10.1 January 2005
- 11.0 June 2005
- 11.1 November 2005
- 12.0 December 2006
- 12.1 December 2007
- 14.0 April 2008
- 14.1 January 2009

Visual DataFlex - Windows & web

- 15,0 June 2009
- 15.1 January 2010
- 16.0 August 2010
- 16.1 April 2011
- 17.0 October 2012
- 17.1 December 2014

“New” DataFlex – Windows, web & mobile

- 18.0 December 2014
- 18.1 July 2015
- 18.2 May 2017
- 19.0 November 2017
- 19.1 – Soon!

Managing DataFlex's Continuity & Change

- Has successfully moved ten's of thousands of business applications and millions of application users across 30 years of technology changes
- One of our company's core competencies
- It will successfully take Data Access Worldwide and our customers into the future!



Business software for a changing world...

Direction and investments

- We are committed to...
 - Keeping DataFlex as a reliable, high productivity application platform that developers and users can rely on today and in the future
 - Maintaining your application investments by providing continuity across DataFlex product revisions and the industry's rapidly changing technologies

Direction and investments

- Keep delivering managed change DataFlex revisions with planned, easy-to-adopt new features and enhancements
- Drive the core DataFlex platform forward
 - NextGen... 64 bit and Unicode
 - Expand the capability & usability of tools and applications

Direction and investments

- Continually prepare DataFlex *and our customers* for the future...

Direction and investments

- Continually prepare DataFlex *and our customers* for the future...

Thank you...